

### LEED EB:OM GAINING FOOT-HOLD

After receiving BOMA BEST 3 certification in January, the Sun Life Financial Centre located right at “centre-ice” at 99 Bank Street and 50 O’Connor has decided to pursue LEED certification for Existing Buildings: Operations and Maintenance. It was recently announced that Sun Life and EDS will be vacating their offices at the SLFC. Sun Life has decided to downsize and relocate its Ottawa presence and EDS has signed a lease to consolidate operations at 2500 Solandt Road in Kanata. These spaces along with others will result in over 230,000 sf of vacancy at the SLFC expected at the end of 2010. The SLFC, managed by Bentall, along with Place deVille and the Jean Edmonds Towers, managed by Brookfield are the first office buildings in Ottawa to announce their pursuit of the LEED EB:OM certification. This signals a major shift within Ottawa’s existing building market.

There has been a surge of BOMA BEST certifications over the past quarter. In total, 17 buildings have received BOMA BEST 2 or higher certifications. Bentall once again has lead the charge by certifying 4 BOMA BEST 2’s and 7 BOMA BEST 3’s, including the aforementioned SLFC. In total an additional 2.7 million square feet of competitive office space has been certified in the first quarter of 2010, with the biggest gain seen at the BOMA BEST 3 level representing approximately 1.7 million square feet.

Another notable move on Ottawa’s green building front, Brookfield Renewable Power has completed a deal with Minto at 180 Kent for 20,734 sf, part of 62,575 sf in leasing that has occurred at 180 Kent in the first quarter of 2010. Over the course of the quarter, 180 Kent has seen occupancy rise from 70% to nearly 88.2%. With the installation of a living wall at Minto Place, Minto continues to make a concerted effort in creating and maintaining the greenest office complex in Ottawa and inspire the market.



Living Wall at Minto Place

In other news the Cushman & Wakefield Ottawa Green Real Estate Practice Group is now on LinkedIn and Twitter! For up-to-date information you can join our LinkedIn Group, **Ottawa Green Workplaces and Sustainable Buildings** or follow us on Twitter at <http://twitter.com/CWOGreen>.

### GREEN Announcement



Cushman & Wakefield Ottawa is pleased to announce that James McNeil, Associate Vice President, Commercial Sales & Leasing and Green Real Estate Practice Lead has been elected as President of the Canada Green Building Council – Ottawa Region Chapter. James has been a long standing advocate for sustainability in the built environment. Dating back over 20 years, James managed the first enclosed shopping centre in Canada to institute a full-blown recycling program, and adopted an organic lawn-care and green cleaning program rolled out to a mixed use portfolio of over 1 million square feet. Since joining Cushman & Wakefield Ottawa James has helped launch the Green Real Estate Practice Group, which he now leads. Congratulations Mr. President.

### GREEN Market Overview

Overall vacancy in the Green Market has dropped from 7.8% at Year-End 2009 to 6.4% in the first quarter of 2010. On the market we are currently seeing approximately 414,584 sf of available Green Certified space. Leasing activity in the green market has been fairly brisk at just over 148,000 sf in the first quarter, which is about 40% of the green leasing activity that took place all of last year.

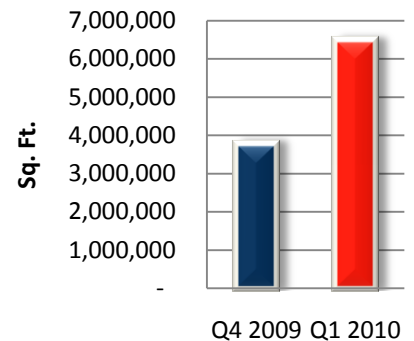
### BEAT ON THE STREET

“As vacancy in the downtown market begins to open up landlords are looking for a competitive edge. With Tenant awareness and demand for sustainable workplaces on the rise I think we will see more buildings pursuing LEED EB:OM. Ultimately we are beginning to see a real market transformation in Ottawa.”

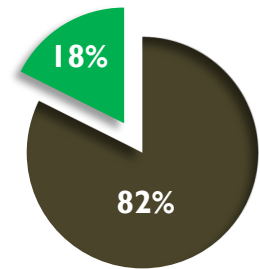
-James McNeil, RPA, LEED AP

Sales Representative  
Associate Vice President, Commercial Sales & Leasing  
Ottawa Green Real Estate Practice Lead

### CERTIFIED GREEN GROWTH



### GREEN MARKETSHARE



■ Non-Certified ■ Certified Green

\*Based on sq.ft.



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For more information on Green Commercial Building Certifications visit:  
The Canadian Green Building Council: <http://www.cagbc.org>  
The Building Owners and Managers Association: <http://www.bomabest.com>

### GREEN MARKET STATISTICS

Certification Level	No. of Buildings	Inventory (sf)	Overall Vacancy Rate	Direct Vacancy Rate	Q1 Leasing Activity (sf)	Average Net Rental Rate	Gross Rental Rate
LEED Gold	1	355,000	11.8%	11.8%	62,575	\$26.00	\$44.24
BEST 4	1	152,918	2.3%	0%	10,182	\$26.00	\$46.51
BEST 3	15	3,185,549	3.7%	2.1%	17,482	\$21.79	\$42.55
BEST 2	20	2,784,404	9.1%	6.7%	58,172	\$13.40	\$30.83
<b>Total Green Market</b>	<b>37</b>	<b>6,477,871</b>	<b>6.4%</b>	<b>4.6%</b>	<b>148,411</b>	<b>\$18.83*</b>	<b>\$37.54*</b>

Rental rates reflect psf/year  
\* Weighted Average

### About Cushman & Wakefield Ottawa Green Real Estate Practice Group



**CUSHMAN & WAKEFIELD**  
OTTAWA  
Green Real Estate Practice Group

Cushman & Wakefield Ottawa's Green Real Estate Practice Group works with organizations who have made a commitment to sustainable business operations. We assist them in navigating Ottawa's commercial real estate landscape to find workplace solutions that align with their environmental commitments and contribute to sustainable bottom lines.

Our team provides corporate tenants and building owners with the expertise to understand and evaluate the benefits and cost savings of buildings designed with sustainable high performance design features.

Our value proposition is in our ability to assist organizations in matching real estate solutions to their quest to go green.

Cushman & Wakefield Ottawa is an independently owned and operated brokerage and a licensed affiliate of Cushman & Wakefield, the world's largest privately-held commercial real estate services firm. Founded in 1917, Cushman & Wakefield has 230 offices in 58 countries and over 15,000 employees. The firm represents a diverse customer base ranging from small businesses to Fortune 500 companies. It offers a complete range of services within four primary disciplines: Transaction Services, including tenant and landlord representation in office, industrial and retail real estate; Capital Markets, including property sales, investment management, valuation services, investment banking, debt and equity financing; Client Solutions, including integrated real estate strategies for large corporations and property owners, and Consulting Services, including business, real estate and property tax consulting. A recognized leader in global real estate research, the firm publishes a broad array of proprietary reports available at its online Knowledge Center at [www.cushmanwakefield.com](http://www.cushmanwakefield.com).

For more information on Cushman & Wakefield Ottawa's Green Real Estate Practice Group, please contact James McNeil, Green Real Estate Practice Lead at (613) 780-1567 or at [james.mcneil@ca.cuswake.com](mailto:james.mcneil@ca.cuswake.com) Scott Brooker, Green Real Estate Practice Group at (613) 780-1582 or [scott.brooker@ca.cushwake.com](mailto:scott.brooker@ca.cushwake.com)



Cushman & Wakefield Ottawa is a Proud Member of the Canada Green Building Council



Aligning Green Tenants with Green Buildings  
Aligning Green Buildings with Green Tenants

For industry-leading intelligence to support your real estate and business decisions, go to Cushman & Wakefield's Knowledge Center at [www.cushmanwakefield.com/knowledge](http://www.cushmanwakefield.com/knowledge)

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